51851 5253

Winston Box Product Availability

3 pgs.

Suggested Goals	95%	95%	95%	65%	65%

Region	Winston Bx.			Winston Lt. Bx.			Winston Lt. Bx. 100			Winston Ult. Bx.			Winston Ult. Bx. 100		
	Feb.	Mar.	Diff.	Feb.	Mar.	Diff.	Feb.	Mar.	Diff.	Feb.	Mar.	Diff.	Feb.	Mar.	Diff.
Boston	98.4	96.8	-1.6	97.9	96.4	-1.5	94.1	92.9	-1.2	79.0	82.0	3.0	76.3	79.5	3.2
New York	95.3	95.6	0.3	92.3	92.3	0.0	87.2	87.7	0.5	80.6	81.9	1.3	80.7	82.4	1.7
Philadelphia	94.8	95.2	0.4	93.2	93.3	0.1	81.7	80.9	-0.8	77.9	79.1	1.2	69.0	74.3	5.3
Buffalo	97.0	96.5	-0.5	93.7	93.8	0.1	83.9	86.9	3.0	74.3	80.1	5.8	73.9	79.6	5.7
Pittsburgh	95.6	94.6	-1.0	93.4	92.5	-0.9	75.9	77.9	2.0	74.8	78.3	3.5	75.0	78.2	3.2
Cincinnati	95.2	95.2	0.0	93.8	94.1	0.3	73.2	77.8	4.6	70.7	77.5	6.8	70.6	75.8	5.2
Winston-Salem	92.4	91 5	-0.9	90.7	90.3	-0.4	75.5	81.1	5.6	76.9	80.6	3.7	75.5	81.2	5.7
Atlanta	95.3	94.6	-0.7	94.1	93.5	-0.6	86.6	87.7	1.1	72.6	78.9	6.3	73.0	78.7	5.7
S. Florida	96.1	95.3	-0.8	95.5	94.8	-0.7	90.6	90.8	0.2	76.2	81.1	4.9	74.6	78.1	3.5
Dallas	91.5	92.1	0.6	88.2	89.3	1.1	84.0	84.9	0.9	74.3	77.4	3.1	75.4	77.8	2.4
Richmond	93.3	92.2	-1.1	90.9	90.4	-0.5	77.9	81.4	3.5	74.6	78.9	4.3	73.1	77.7	4.6
N. Calif.	91.4	94.0	2.6	85.0	88.6	3.6	77.3	81.8	4.5	58.8	69.5	10.7	57.6	68.1	10.5
S. Calif.	95.6	96.2	0.6	90.5	92.0	1.5	85.5	87.1	1.6	74.3	80.8	6.5	72.4	78.2	5.8
Seattle	94.7	95.0	0.3	91.1	92.2	1.1	87.2	88.4	1.2	56.4	68.8	12.4	56.5	68.8	12.3
Houston	94.2	95 0	0.8	89.7	90.8	1.1	85.6	86.9	1.3	79.0	81.2	2.2	79.0	80.6	1.6
Chicago	92.7	93.0	0.3	90.3	91.1	0.8	57.6	63.7	6 1	63.6	67.6	4.0	61.1	64.4	3.3
Minneapolis	94.8	92.2	-2.6	92.8	90.2	-2.6	65.9	68.2	2 3	66.6	71.0	4.4	65.2	68.9	3.7
Denver	94.6	94 9	0.3	91.7	92.0	0.3	84.9	85.6	0.7	83.0	84.5	1.5	82.3	84.4	2.1
Detroit	89.6	89.4	-0.2	88.5	88.2	-0.3	63.7	66.3	2 6	65.1	68.3	3.2	65.7	67.4	1.7
St. Louis	92.5	91 6	-0.9	90.2	89.2	-1.0	79.4	78.3	-1.1	76.1	78.1	2.0	77.6	77.5	-0.1
	#7	Mar-98		#8			#4			#3			#2		

SDS Data Pack Accounts 100+ CPV

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Winston Box Product Availability

51851 5254

Region	Winston Bx.			Winston Lt. Bx.			Winston Lt. Bx. 100			Winston Ult. Bx.			Winston Ult. Bx. 100		
	Jan.	Feb.	Diff.	Jan.	Feb.	Diff.	Jan.	Feb.	Diff.	Jan.	Feb.	Diff.	Jan.	Feb.	Diff.
Suggested Goals	95%			95%			95%			65%			65%		
Boston	98.5	98.4	-0.1	97.9	97.9	0.0	93.3	94.1	0.8	74.5	79.0	4.5	72.2	76.3	4.1
New York	95.3	95.3	0.0	92.3	92.3	0.0	87.3	87.2	-0.1	80.8	80.6	-0.2	80.7	80.7	0.0
Philadelphia	94.7	94.8	0.1	92.4	93.2	0.8	81.3	81.7	0.4	72.9	77.9	5.0	64.4	69.0	4.6
Buffalo	97.3	97.0	-0.3	93.5	93.7	0.2	82.6	83.9	1.3	72.7	74.3	1.6	71.8	73.9	2.1
Pittsburgh	95.4	95.6	0.2	93.0	93.4	0.4	74.3	75.9	1.6	72.9	74.8	1.9	73.4	75.0	1.6
Cincinnati	95.0	95.2	0.2	92.8	93.8	1.0	70.9	73.2	2.3	67.2	70.7	3.5	66.8	70.6	3.8
Winston-Salem	91.3	92.4	1.1	88.5	90.7	2.2	73.0	75.5	2.5	71.8	76.9	5.1	71.8	75.5	3.7
Atlanta	95.5	95.3	-0.2	93.9	94.1	0.2	85.2	86.6	1.4	67.0	72.6	5.6	67.3	73.0	5.7
S. Florida	96.0	96.1	0.1	95.7	95.5	-0.2	89.8	90.6	0.8	73.5	76.2	2.7	71.6	74.6	3.0
Dallas	91.6	91.5	-0.1	88.1	88.2	0.1	84.4	84.0	-0.4	73.9	74.3	0.4	75.0	75.4	0.4
Richmond	93.5	93.3	-0.2	90.8	90.9	0.1	76.1	77.9	1.8	70.9	74.6	3.7	70.1	73.1	3.0
N. Calif.	92.5	91.4	-1.1	85.1	85.0	-0.1	75.7	77.3	1.6	54.7	58.8	4.1	51.9	57.6	5.7
S. Calif.	95.8	95.6	-0.2	89.9	90.5	0.6	84.0	85.5	1.5	69.8	74.3	4.5	67.3	72.4	5.1
Seattle	96.0	94.7	-1.3	91.7	91.1	-0.6	86.7	87.2	0.5	43.6	56.4	12.8	44.6	56.5	11.9
Houston	94.9	94.2	-0.7	89.5	89.7	0.2	85.7	85.6	-0.1	78.2	79.0	0.8	77.5	79.0	1.5
Chicago	92.8	92.7	-0.1	90.2	90.3	0.1	52.6	57.6	5.0	60.7	63.6	2.9	56.4	61.1	4.7
Minneapolis	95.4	94.8	-0.6	93.0	92.8	-0.2	61.9	65.9	4.0	63.2	66.6	3.4	61.2	65.2	4.0
Denver	94.7	94.6	-0.1	91.2	91.7	0.5	82.9	84.9	2.0	79.9	83.0	3.1	81.2	82.3	1.1
Detroit	89.3	89.6	0.3	88.0	88.5	0.5	62.0	63.7	1.7	62.5	65.1	2.6	62.3	65.7	3.4
St. Louis	92.3	92.5	0.2	90.0	90.2	0.2	79.4	79.4	0.0	76.9	76.1	-0.8	77.7	77.6	-0.1

[illegible] Feb-98

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Winston Box Product Availability

003/003 RJR-SALES EXEC. +++ 1200 NY METRO 336 741 4606 09:19 05/04/98

Suggested Goals	95%			95%			95%			65%			66%		
Region	Winston Bx.			Winston Lt. Bx.			Winston Lt. Bx. 100			Winston Ult. Bx.			Winston Ult. Bx. 100		
	Dec.	Jan.	Diff.	Dec.	Jan.	Diff.	Dec.	Jan.	Diff.	Dec.	Jan.	Diff.	Dec.	Jan.	Diff.
Boston	98.2	98.5	0.3	97.5	97.9	0.4	93.2	93.3	0.1	71.9	74.5	2.6	69.3	72.2	2.9
New York	95.4	95.3	-0.1	93.3	92.3	-1.0	87.7	87.3	-0.4	79.8	80.8	1.0	80.8	80.7	-0.1
Philadelphia	94.4	94.7	0.3	91.8	92.4	0.6	79.4	81.3	1.9	62.7	72.9	10.2	53.6	64.4	10.8
Buffalo	97.0	97.3	0.3	93.3	93.5	0.2	80.6	82.6	2.0	68.5	72.7	4.2	67.6	71.8	4.2
Pittsburgh	95.5	95.4	-0.1	92.7	93.0	0.3	72.3	74.3	2.0	70.3	72.9	2.6	70.3	73.4	3.1
Cincinnati	94.9	95.0	0.1	92.8	92.8	0.0	68.4	70.9	2.5	65.0	67.2	2.2	63.9	66.8	2.9
Winston-Salem	90.1	91.3	1.2	87.8	88.5	0.7	74.0	73.0	-1.0	64.8	71.8	7.0	65.1	71.8	6.7
Atlanta	95.8	95.5	-0.3	94.2	93.9	-0.3	84.8	85.2	0.4	63.7	67.0	3.3	63.6	67.3	3.7
S. Florida	95.8	96.0	0.2	95.3	95.7	0.4	89.2	89.8	0.6	69.9	73.5	3.6	68.3	71.6	3.3
Dallas	89.2	91.6	2.4	85.4	88.1	2.7	82.7	84.4	1.7	72.5	73.9	1.4	73.4	75.0	1.6
Richmond	92.3	93.5	1.2	89.6	90.8	1.2	75.4	76.1	0.7	64.5	70.9	6.4	64.6	70.1	5.5
N. Calif.	92.8	92.5	-0.3	83.8	85.1	1.3	73.7	75.7	2.0	48.7	54.7	6.0	45.3	51.9	6.6
S. Calif.	95.5	95.8	0.3	88.8	89.9	1.1	83.8	84.0	0.2	60.7	69.8	9.1	59.7	67.3	7.6
Seattle	96.0	96.0	0.0	91.5	91.7	0.2	85.1	86.7	1.6	34.9	43.6	8.7	36.7	44.6	7.9
Houston	94.9	94.9	0.0	88.6	89.5	0.9	84.7	85.7	1.0	77.2	78.2	1.0	77.1	77.5	0.4
Chicago	93.5	92.8	-0.7	90.8	90.2	-0.6	50.0	52.6	2.6	57.4	60.7	3.3	54.9	56.4	1.5
Minneapolis	95.0	95.4	0.4	92.7	93.0	0.3	59.1	61.9	2.8	59.8	63.2	3.4	57.7	61.2	3.5
Denver	94.2	94.7	0.5	90.5	91.2	0.7	80.4	82.9	2.5	76.5	79.9	3.4	78.3	81.2	2.9
Detroit	89.2	89.3	0.1	87.2	88.0	0.8	60.3	62.0	1.7	60.6	62.5	1.9	59.7	62.3	2.6
St. Louis	92.2	92.3	0.1	89.7	90.0	0.3	79.0	79.4	0.4	77.2	76.9	-0.3	78.8	77.7	-1.1

SIS Data Port Account 100- CPH

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